

# FOCUS ON EXCELLENCE





A photograph of the Indiana State Capitol building in winter. The building features a large, ornate dome with a golden statue on top. The roof is covered in snow, and the surrounding trees are bare and snow-laden. The sky is a clear, deep blue. In the foreground, a statue of a person with arms outstretched stands on a pedestal, also partially covered in snow.

*"There is no better place to invest in the clean, green, energy efficient technology we need to power today's global economy. Indiana's educated, experienced workforce is second to none. We couldn't be happier to call this our home."*

**ULRIK GRAPE**

President and Chief Executive Officer, EnerDel



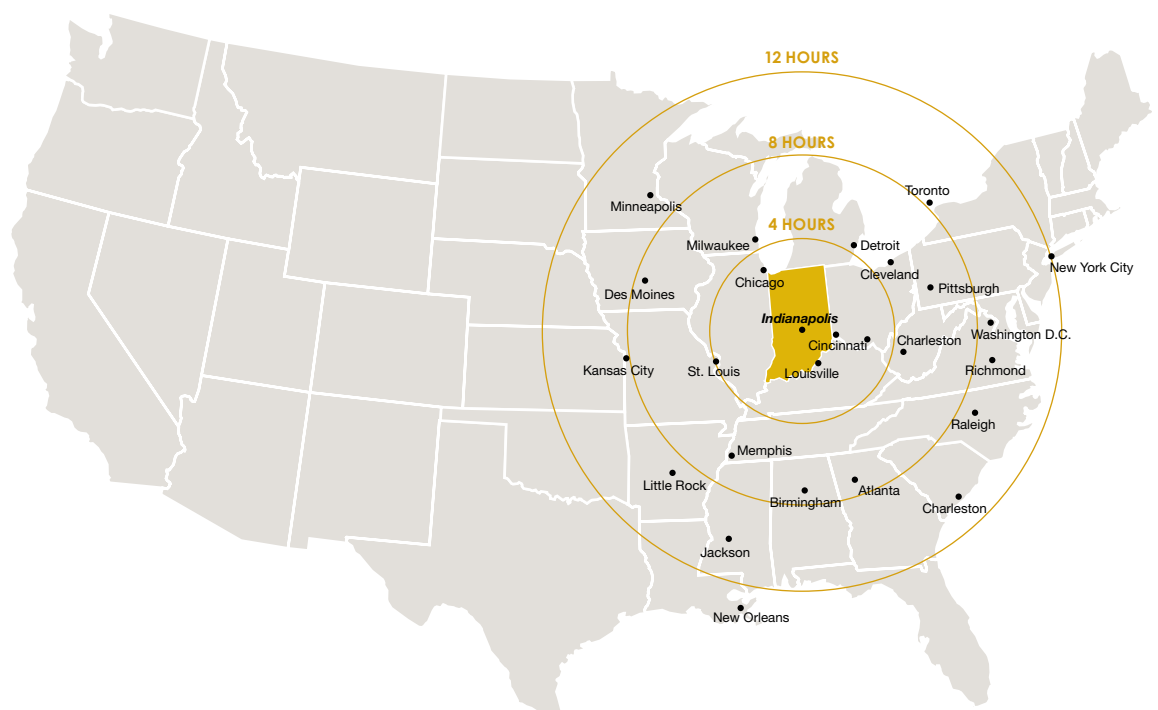
# ENGINEERING EXCELLENCE

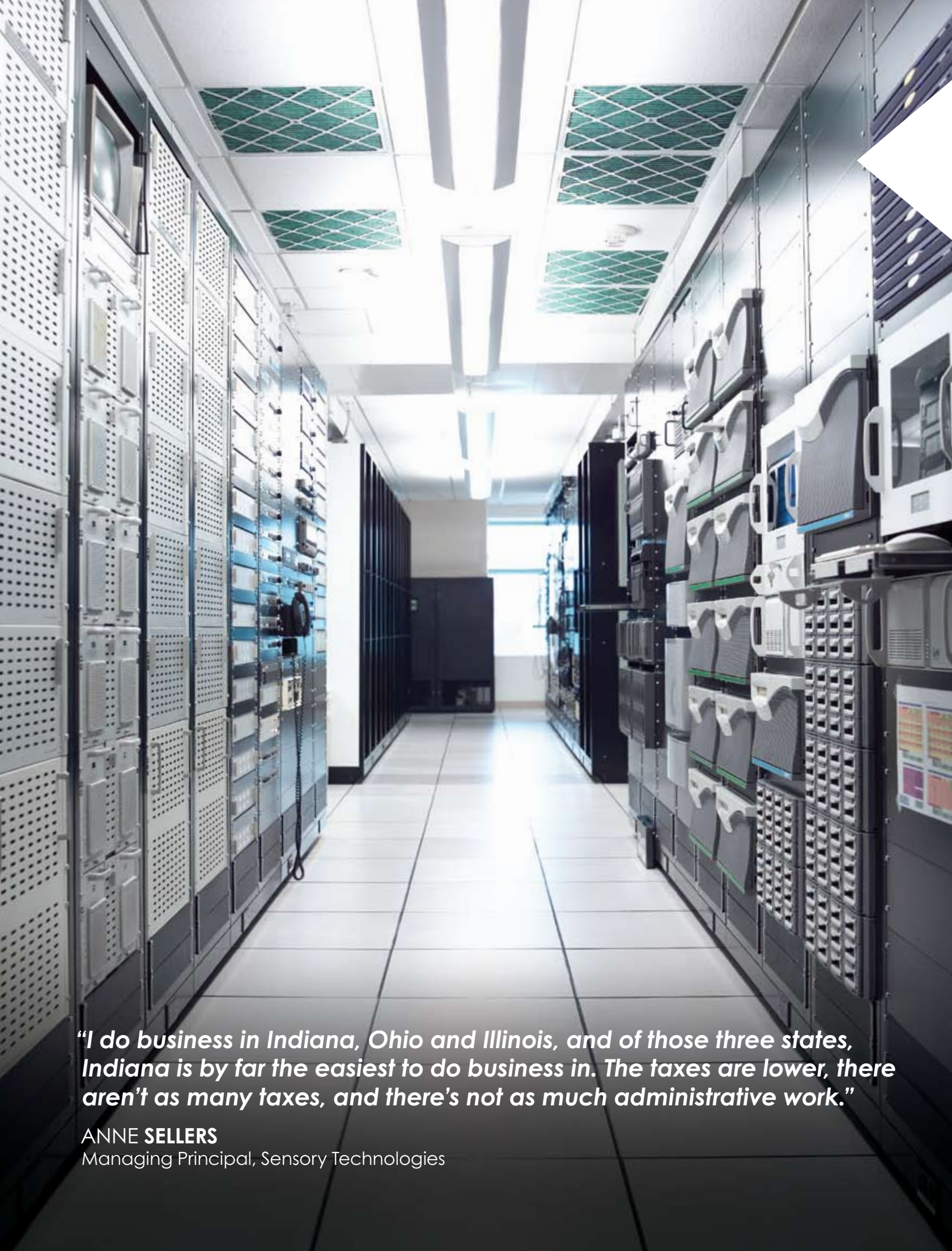
Top companies from around the world are setting up shop in Indiana and finding the talent and resources they need to gain an edge over their competition.

We've methodically created a business environment where conditions are set for success. Whether it's minimizing operating expenses or delivering the workforce training and infrastructure you need to grow, Indiana is in the business of engineering excellence.

- Indiana is populated with some of the most highly skilled, educated and affordable workers in the country.
- We have the world-class universities and research centers that leading companies need and the landscape and lifestyle they prefer to call home.
- Indiana offers a low-cost, pro-business environment that features affordable utility, insurance and tax rates.
- Our location in the heart of the United States makes Indiana one of North America's leading logistics hubs.
- We provide incentives and capital to nurture innovations in new technologies.

## DRIVING DISTANCE





*"I do business in Indiana, Ohio and Illinois, and of those three states, Indiana is by far the easiest to do business in. The taxes are lower, there aren't as many taxes, and there's not as much administrative work."*

**ANNE SELLERS**

Managing Principal, Sensory Technologies

# CLIMATE FOR SUCCESS

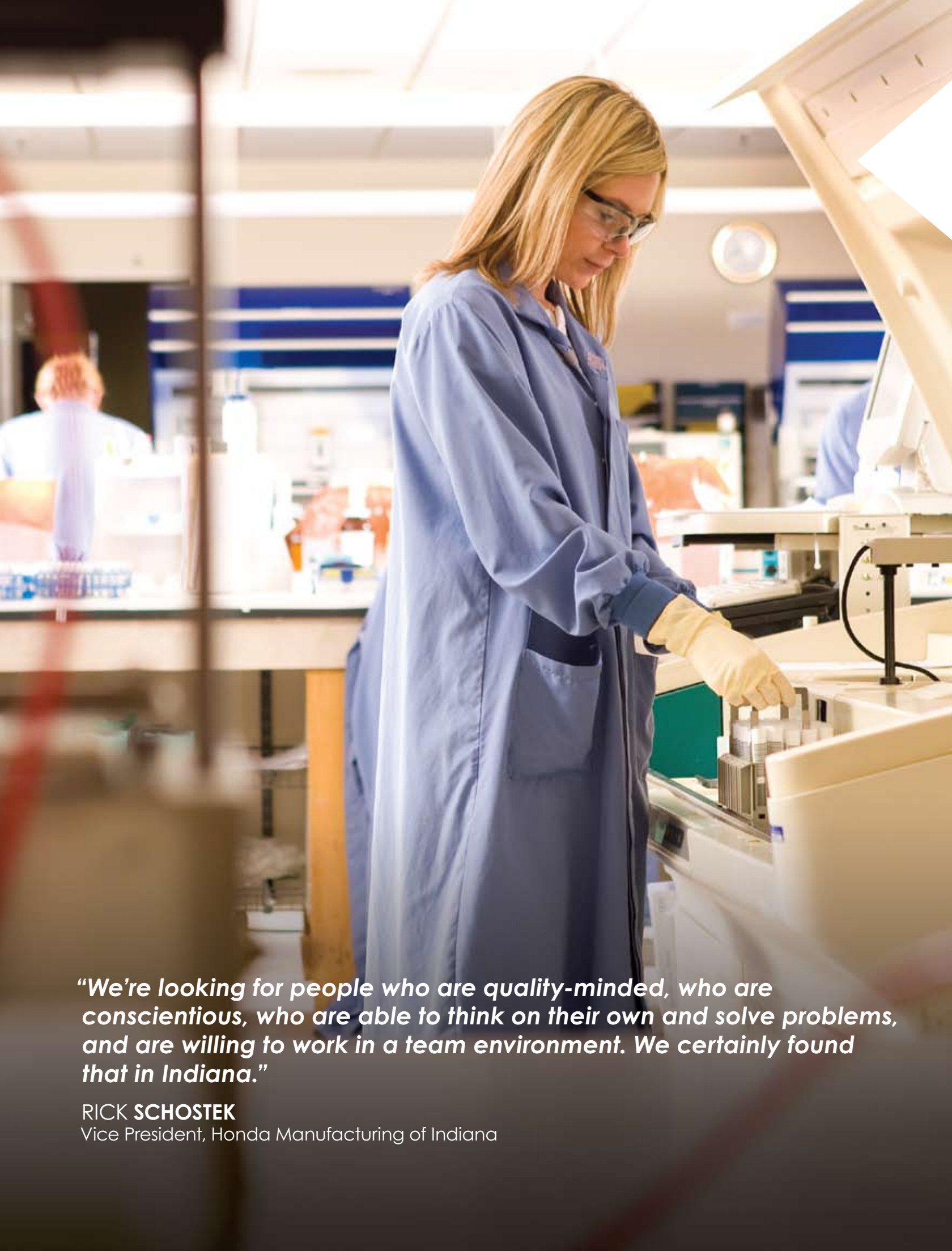
Your business isn't going to thrive just anywhere. You need the right climate for success, where the pressure from taxes, investment costs and red tape are at their lowest. Indiana has the business environment you need to successfully meet your objectives, and the industry initiatives designed to stimulate growth, innovation and profits.

- Indiana's corporate state income tax and workers' compensation rates are among the lowest in the nation.
- We have no gross receipts tax or inventory tax and we're phasing in a corporate income tax apportionment structure based solely on sales.
- Key state programs include tax credits to improve capital access for fast-growing Indiana companies and deductions based on new job creation and workforce training.

	Indiana	CA	NY	TX	NC	MI	OH	IL	KY
Total State Business Taxes*	\$151,136	\$252,245	\$259,584	\$149,951	\$186,928	\$168,927	\$162,303	\$250,746	\$232,405
Average Workers' Compensation Rates	\$1.23	\$2.72	\$2.55	\$2.61	\$2.43	\$2.15	\$3.32	\$2.79	\$2.96
Average Annual Wage	\$38,403	\$51,487	\$60,288	\$45,939	\$39,740	\$44,245	\$40,784	\$48,719	\$37,434
Average Price of Electricity	5.82	10.46	10.89	7.14	6.02	7.30	6.89	7.62	4.99

\*Sum of Corporate State Income Tax, Workers' Compensation and Unemployment Insurance (Assumptions: Taxable Income = \$1,000,000 and Employment = 100)





***"We're looking for people who are quality-minded, who are conscientious, who are able to think on their own and solve problems, and are willing to work in a team environment. We certainly found that in Indiana."***

**RICK SCHOSTEK**


Vice President, Honda Manufacturing of Indiana

# GLOBAL OPERATIONS

You could travel the world and not find a better place to do business than Indiana. That's why more than 700 international companies choose Indiana as a hub for their global operations.

- Indiana's international development efforts are supported by state field offices in Sydney, Australia; Beijing, China; London, England; Berlin, Germany; Tokyo, Japan; and Taipei, Taiwan.
- Governor Mitch Daniels has led five international missions to encourage expanded foreign-direct investment in Indiana.
- We are the only state with assembly plants from three major Japanese automotive companies.
- International companies at home in Indiana include Toyota, Honda, Subaru, BP, Rolls-Royce, ArcelorMittal, Tomkins, BAE Systems, Sony DADC, Robert Bosch, Bayer, Roche, Siemens, ThyssenKrupp, Nestle and Brevini Wind.





***"The business climate in Indiana is favorable, and there is real growth potential here with such a wide range of industry. We've been very successful recruiting and retaining top talent from the excellent colleges and universities in Indiana."***

**KELLY PFLEDDERER**

President and Chief Executive Officer, Apparatus



# WORKFORCE THAT CAN MANAGE

We've got the right people on the ground to accomplish your business objectives. With over 70 colleges and universities, our new graduates have the knowledge and expertise you need. Add to that our best-in-the-nation status for productivity, and you've truly got a workforce that can lead your company into successful territory.

A unique network of university and corporate research centers put Indiana at the forefront of process improvement technology and lean production practices in manufacturing productivity.

## COLLEGES & UNIVERSITIES

### 4-year

1. Ball State University
2. Indiana State University
3. Indiana University
4. Indiana University East
5. Indiana University Kokomo
6. Indiana University Northwest
7. Indiana University South Bend
8. Indiana University Southeast
9. IUPUI Columbus
10. IUPUI Fort Wayne
11. IUPUI Indianapolis
12. Purdue University
13. Purdue University Calumet
14. Purdue University North Central
15. University of Southern Indiana

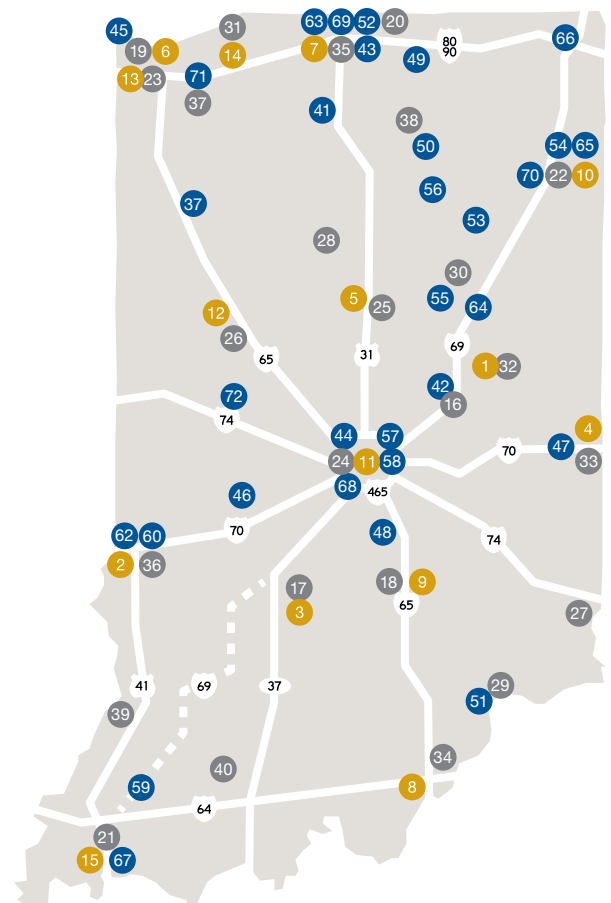
### 2-year

16. Ivy Tech Anderson
17. Ivy Tech Bloomington
18. Ivy Tech Columbus
19. Ivy Tech E. Chicago
20. Ivy Tech Elkhart
21. Ivy Tech Evansville
22. Ivy Tech Fort Wayne
23. Ivy Tech Gary
24. Ivy Tech Indianapolis
25. Ivy Tech Kokomo
26. Ivy Tech Lafayette
27. Ivy Tech Lawrenceburg
28. Ivy Tech Logansport
29. Ivy Tech Madison
30. Ivy Tech Marion
31. Ivy Tech Michigan City
32. Ivy Tech Muncie
33. Ivy Tech Richmond
34. Ivy Tech Sellersburg
35. Ivy Tech South Bend
36. Ivy Tech Terre Haute

37. Ivy Tech Valparaiso
38. Ivy Tech Warsaw
39. Vincennes University
40. Vincennes University Jasper

### PRIVATE

41. Ancilla Domini College
42. Anderson University
43. Bethel College
44. Butler University
45. Calumet College of Saint Joseph
46. DePauw University
47. Earlham College
48. Franklin College
49. Goshen College
50. Grace College
51. Hanover College
52. Holy Cross College
53. Huntington University
54. Indiana Tech
55. Indiana Wesleyan University
56. Manchester College
57. Marian College
58. Martin University
59. Oakland City University
60. Rose-Hulman Institute of Technology
61. Saint Joseph's College
62. Saint Mary-of-the-Woods College
63. Saint Mary's College
64. Taylor University
65. Taylor University Fort Wayne
66. Trine University
67. University of Evansville
68. University of Indianapolis
69. University of Notre Dame
70. University of Saint Francis
71. Valparaiso University
72. Wabash College





## SPORTS

Indiana is a magnet for motorsports, annually hosting major televised events for IndyCar, NASCAR and hydroplane racing action. In 2012 Indiana will host Super Bowl XLVII.

## CULTURE

Every year the Heartland Film Festival brings national exposure to independent productions shot in Indiana and throughout the Midwest. Indiana has the largest children's museum in the world and one of the nation's leading art museums.

## OUTDOOR

Since its inception in 1891, Indiana has preserved over 196,000 acres of wild habitat with the creation of the Hoosier National Forest. Indiana Dunes National Lakeshore Park contains over 15,000 acres and 25 miles of shoreline along Lake Michigan.

## FAMILY FRIENDLY

Historical attractions include the restored spring resort of French Lick, Abraham Lincoln's boyhood home, the covered bridges of Parke County, and the best wooden roller coaster in the world.



# DEVELOPING AN ATTRACTION

Indiana pulls together the best the nation has to offer in one desirable location. It's a place that's rapidly developing an attraction for world-class sports and an affinity for the arts, recreation and affordable housing. The combination has people and businesses gravitating toward Indiana.

- Indiana's housing costs are among the most affordable in the nation, and our energy costs, state and local taxes, and crime rate are low.
- Several Indiana cities rank among the best green cities in the United States, while others rank among the smartest cities in which to live.
- Our capital is home to a Super Bowl-winning football team, the nation's largest metropolitan park, one of the world's most recognizable auto races, and the largest half-marathon in the country.

***“We choose to be in Indiana. We have all the computer science majors and all the software developers we need to build a product, and we’re able to do it at a cost structure that oftentimes could be as much as half of our competitors located in San Francisco or in Boston.”***

**SCOTT DORSEY**

Chief Executive Officer, ExactTarget

# TAX CREDITS & EXEMPTIONS

## **Economic Development for a Growing Economy (EDGE) Tax Credit**

A refundable tax credit based on additional employee payroll withholdings for net new Indiana job creation.

## **Hoosier Alternative Fuel Vehicle Manufacturer Tax Credit**

A credit applied toward investment in the manufacture of alternative fuel vehicles.

## **Hoosier Business Investment (HBI) Tax Credit**

Available to eligible companies making qualified investments in new buildings, facility improvements and equipment.

## **Hoosier Headquarters Relocation Tax Credit**

A credit against a company's cost of relocating its eligible corporate headquarters to Indiana.

## **Industrial Recovery Site Tax Credit**

For rehabilitating large buildings in service 20+ years, vacant the previous two years.

## **Media Production Expenditure Tax Credit**

This provides individuals and companies a credit on the amount spent in Indiana for qualified film and media production expenditures.

## **Media Production Sales Tax Exemption**

Exempts sales tax on personal property if the taxpayer acquires the property for direct use in a qualified Indiana media production.

## **Motorsports Tax Incentives**

Every race car component/part, with the exception of tires, sold in Indiana is exempt from the state sales tax. Additionally, investments in motorsports can also qualify for the Venture Capital Investment tax credit.

## **Patent Income Exemption**

A tax exemption on certain income derived from qualified utility and plant patents.

## **Research and Development Sales Tax Exemption**

A refund of state sales taxes paid on purchases of eligible research and development equipment.

## **Research and Development Tax Credit**

A tax credit based on a company's increase in Indiana qualified research expenses.

## **Venture Capital Investment (VCI) Tax Credit**

This tax credit encourages investment capital to qualified Indiana businesses.

# LOCAL INCENTIVES

## **Community-specific Programs**

Additional programs and financing tools may be available and vary by community. Contact the local economic development organization for more information.

## **Tax Abatement**

Communities can allow real or personal property taxes to be phased in over a period of up to 10 years.

## **Tax Increment Financing (TIF) District**

Utilizes future tax revenues to pay for improvements necessary to induce development.



# PROGRAMS & INITIATIVES

## **21st Century Research and Technology Fund**

Supports innovative and technology-based commercialization activities.

## **Certified Technology Parks**

Allow for the local recapture of certain state and local tax revenue which can be invested in the development of the park.

## **Clean Energy Credits**

Companies completing energy efficiency or renewable energy projects that prevent NOx emissions can apply for credits that can be sold or traded on a national market. Visit [www.in.gov/idem](http://www.in.gov/idem) for more information.

## **IndianaCareerConnect.com**

Matches qualified applicants with the needs of the business community. Businesses can post job orders, research labor market information on salaries and economic data, and set up a search agent to find candidates.

## **Industrial Development Grant Fund (IDGF)**

Provides money to local governments for off-site infrastructure projects associated with an expansion or location of a facility.

## **Shovel Ready Program**

Sites that are pre-permitted by state and local agencies.

## **Skills Enhancement Fund (SEF)**

A reimbursable grant program for manufacturing and distribution companies and headquarters operations that are committed to training their workforce.

## **Small Business Innovation Research Initiative (SBIR) and Small Business Technology Transfer (STTR) Programs**

These programs assist small businesses in their R&D, high-technology pursuits. Tax-exempt bonds provide capital financing at lower rates than most conventional financing sources.

## **Tax-exempt Bond Program**

Provides manufacturers with lower borrowing costs by reducing interest rates.

## **Trade Show Assistance Program (TSAP)**

Provides financial assistance to small Indiana businesses participating in international trade shows.

## **USDA Rural Development**

Rural business grants, loans and renewable energy programs are available. Visit [www.rurdev.usda.gov/rbs](http://www.rurdev.usda.gov/rbs) for more information.



Indiana cultivates some of the best businesses and some of the brightest people in the world. Our heartland location, abundant resources and low-cost operating environment make us one of the nation's most sought-after places to do business. Robust cities, vibrant communities and affordable housing make Indiana one of the greatest places anywhere to call home.

Give us a call at 800.463.8081 or find out more at [iedc.in.gov](http://iedc.in.gov).





Indiana Economic Development Corporation  
One North Capitol, Suite 700  
Indianapolis, Indiana 46204

Toll-free: 800.463.8081  
Tel: 317.232.8800  
Fax: 317.232.4146  
[www.iedc.in.gov](http://www.iedc.in.gov)

## Sponsors:

**BARNES &  
THORNBURG** LLP

**HOOSIERENERGY**  
A Touchstone Energy® Cooperative 

 **AMERICAN  
STRUCTUREPOINT** INC.  
[www.structurepoint.com](http://www.structurepoint.com)